

## Greenway Client Server Pricing

<b>Contact:</b>	
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<b># of years in business: current brand</b>	10 years
<b>Product</b>	PrimeSuite 2008
<b>Version (2007 CCHIT minimum)</b>	2008
<b>Business Model</b>	Client Server & Application Service Provider (ASP)
<b>Average time of implementation</b>	60-90 days from contract execution; 120+ hours depending on practice size
<b>System Features (all electronic)</b>	
Order Entry (lab/radiology)	Yes
e-Prescribing	Yes
System Reporting on Pt Data	Yes
Results Reporting from lab/rad	Yes
Patient Portal	Yes
<b>ASP PRICING</b>	
<b>Software</b>	\$11,250 per physician; \$5,625 per mid-level provider (NP, PA)-one time fee
	Reg. \$12,500 per physician; \$6,250 per mid-level provider (NP, PA)-one time fee
<b>Licensing (per MD, DO, NP, PA)</b>	\$11,250 per physician; \$5,625 per mid-level provider (NP, PA)-one time fee
	Reg. \$12,500 per physician; \$6,250 per mid-level provider (NP, PA)-one time fee
<i>Renewal required? Frequency?</i>	Yes; Annually
<i># of staff included</i>	Unlimited
<b>EHR Template Customization</b>	
<b>Training</b>	\$150 per hour plus travel or \$200 per travel included
<i>Trainer</i>	Included in training cost
<i>Implementation</i>	\$150 per hour plus travel or \$200 per travel included
<b>Practice Management Interface</b>	N/A
<b>e-Prescribing Interface Setup</b>	\$250
<i>e-Prescribing Ongoing</i>	\$45 per provider, per month
<b>Lab Interface Setup</b>	\$6,000 - \$8,000 per lab for bi-directional
<i>Lab Ongoing</i>	\$25 per month, per physician, per lab
<b>Radiology Interface Setup</b>	\$6,000 - \$8,000 per company for bi-directional
<i>Radiology Ongoing</i>	\$25, per month, per physician, per lab
<b>Support</b>	21% of software fee divided by 12 and billed monthly (\$600 monthly minimum)
<i>Frequency?</i>	Annually
<i>Support provided via:</i>	Phone / email
<b>Maintenance</b>	Included in support fee
<b>Upgrades</b>	Included in support fee
<i>Training for upgrades?</i>	Available via release notes & online videos
<b>Hardware &amp; Peripherals</b>	
<i>Server</i>	\$10,000 +based & # of users/loc.- incl. OS, Zeta Fax, 3rd party software/back-up
<i>Workstation</i>	\$1,613
<i>Monitor</i>	Included with workstation
<i>Other (please specify)</i>	See list below
<b>Demographics Conversion</b>	\$2,400 to \$6,000 depending on number of physicians
<b>Other 3rd party products</b>	See list below

### List any and all other costs associated for your product:

3rd Party Databases: Adams Anatomy (drawing images) - \$15/month/physician; First Data Bank - our drug database products provide context-relevant drug information - \$15/month/physician (not necessary if eRx is selected); Unicor (Correct Coding) - Unifying coding, compliance, and reimbursement - starts at \$25/month/physician (scaled based on # of physicians); Optional Mobile Solution - PrimeMobile is module within PrimeSuite that allows the use of smart phones and other handheld devices - IQMax is partner to provide service; PrimePatient - patient portal - cost depends on service needed and # of providers; EDI Services: Unlimited claims submission - \$85/month/physician, Electronic Remittance Advice - \$50/month/physician & \$35/month/mid-level; \$200 enrollment fee; Network Configuration Evaluation-\$250; Electronic faxing 250 per provider per month - \$30 per provider per month (\$0.08 per page for additional pages). Additional Hardware: Toshiba Tablet PC - \$1,686, Dockport 485 Scanner - \$338; Fujitsu 5120c Scanner - \$904, Wireless LAN Kit - \$433, STX Webcam - \$45.

### List any other unique features for your product:

**Proven ROI:** Average ROI is \$65,000 per physician per year. **Specialty Specific Templates** - over 3,500 templates for 30 specialties. **Advanced Technology:** PrimeSuite is based on MicroSoft's .NET platform. **Support** available 24x7x365. 2006 & 2007 and (3)-2008 Best in KLAS for EHR (6-25 physicians).

